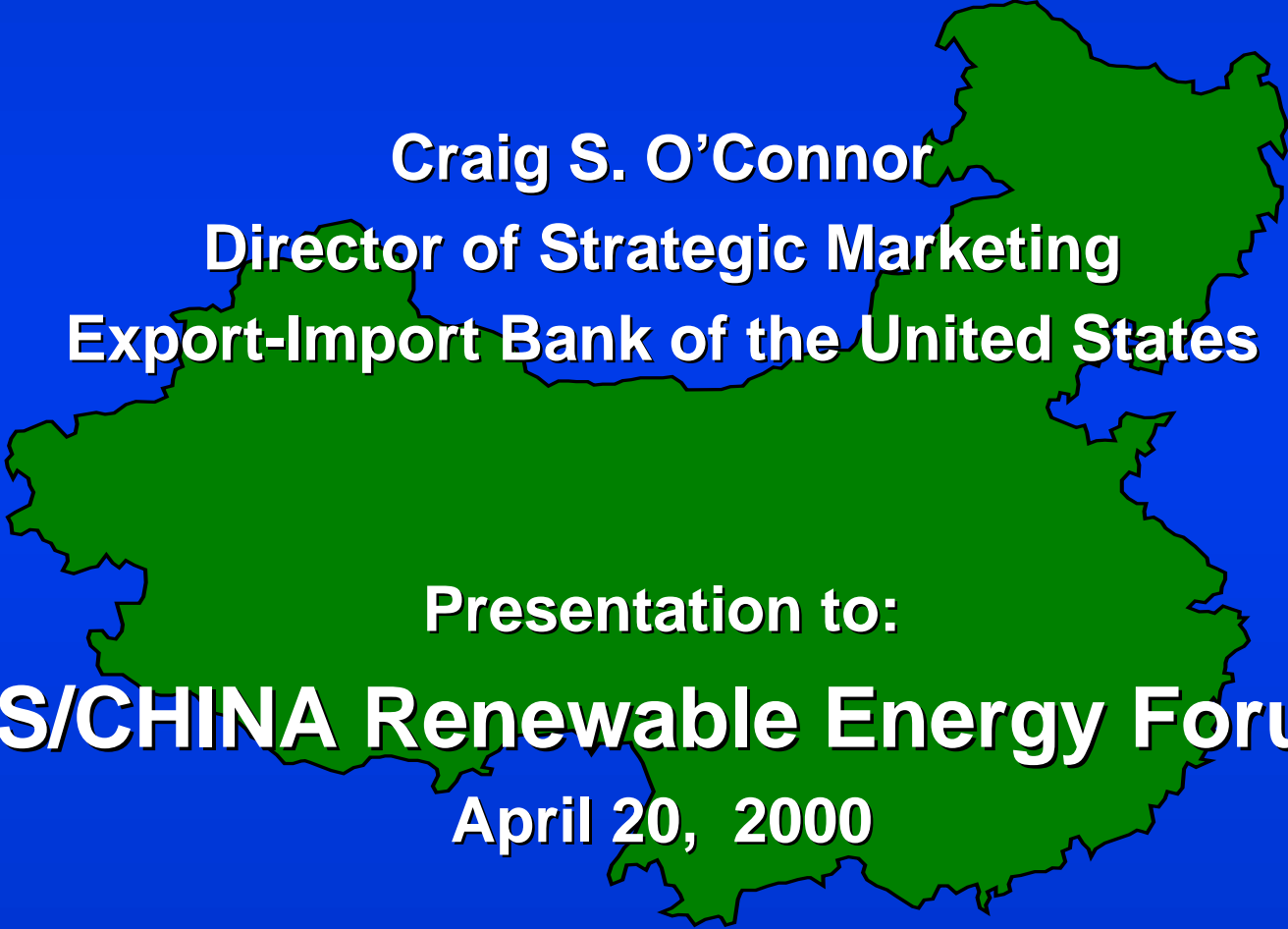


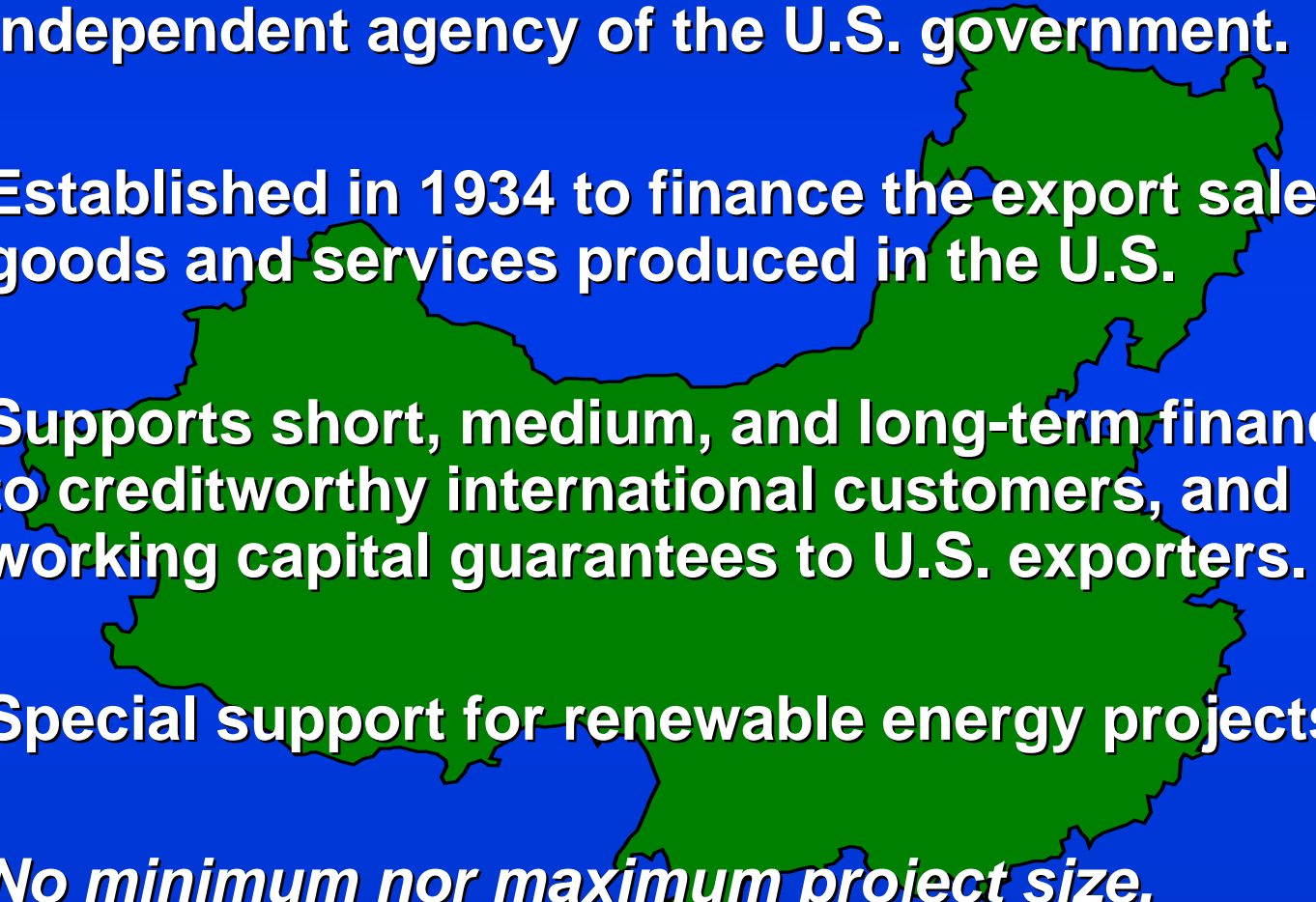
Export-Import Bank of the United States



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U.S. Ex-Im Bank

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- ◆ Independent agency of the U.S. government.
 - ◆ Established in 1934 to finance the export sales of goods and services produced in the U.S.
 - ◆ Supports short, medium, and long-term financing to creditworthy international customers, and working capital guarantees to U.S. exporters.
 - ◆ Special support for renewable energy projects.
 - ◆ *No minimum nor maximum project size.*

Ex-Im Bank and China

- ◆ Continuous relationship since 1981.
 - ◆ Ex-Im Bank's largest customer with \$6.3 billion in outstanding loans, guarantees, and insurance.
 - ◆ Primary sectors of support include aircraft and power generation equipment.
 - ◆ Business done mainly through banks *approved* by China to do international transactions.
 - ◆ Ex-Im Bank has operating agreements with the *Bank of China, China Development Bank*, also works with others.
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Clean Energy MOU

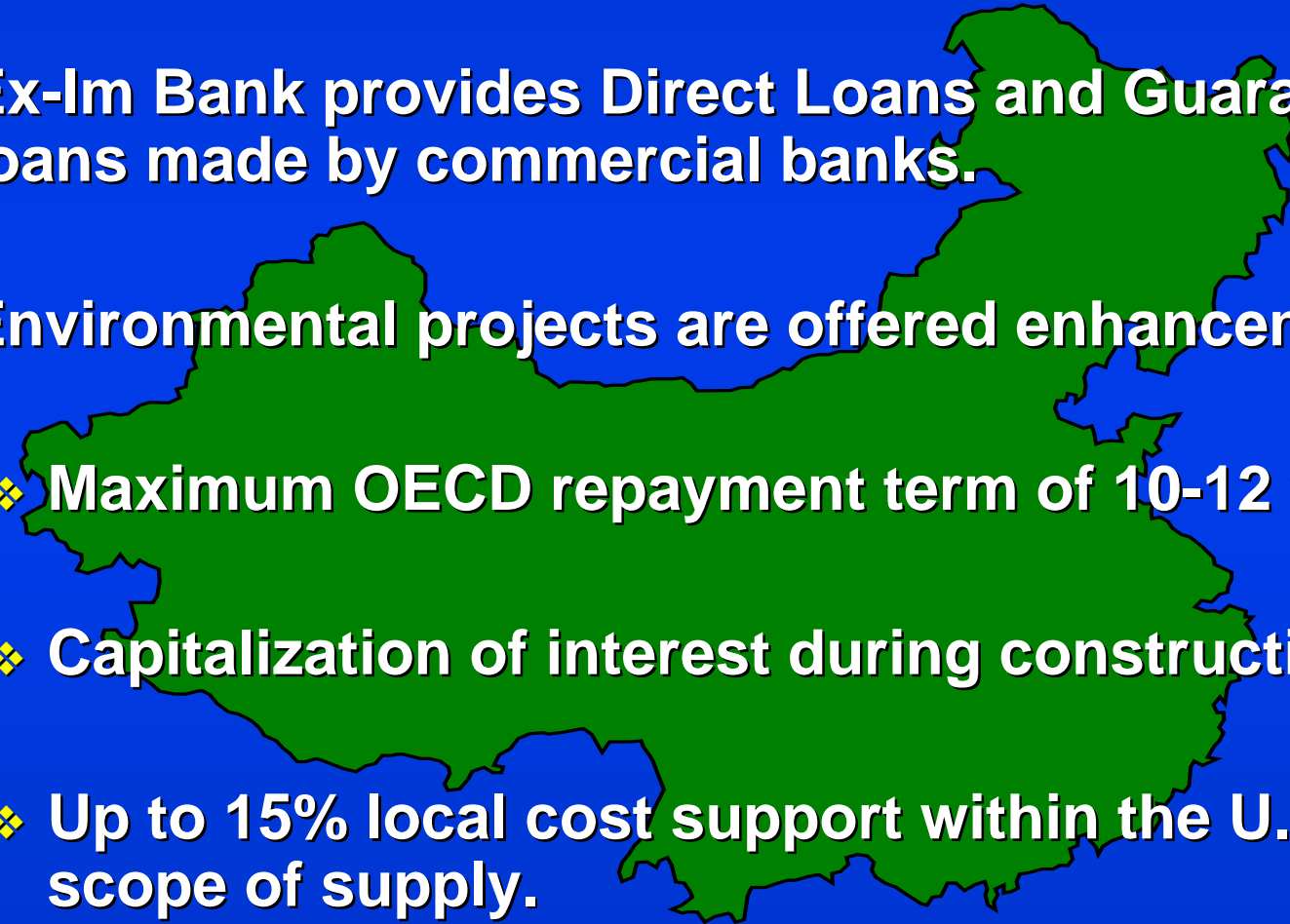
- ◆ MOU signed between Ex-Im Bank, U.S. DOE, China Development Bank (“CDB”), State Planning Commission.
- ◆ Focus to identify, assess, and implement projects to showcase innovative U.S. clean energy technologies.
- ◆ Ex-Im Bank will support the most favorable terms allowed under OECD guidelines.
- ◆ CDB will be the borrower under the program upon approval of the transaction by the State Planning Commission.

REPAYMENT TERMS

A green silhouette of the United Kingdom is centered on the slide, serving as a background for the table.

Contract price	Maximum term
less than \$80,000	2 years
\$80,001 - \$175,000	3 years
\$175,001 - \$350,000	4 years
more than \$350,000	5 to 12 years

Loan & Guarantee Program

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- ◆ Ex-Im Bank provides Direct Loans and Guarantees loans made by commercial banks.
 - ◆ Environmental projects are offered enhancements:
 - ❖ Maximum OECD repayment term of 10-12 years.
 - ❖ Capitalization of interest during construction.
 - ❖ Up to 15% local cost support within the U.S. scope of supply.

Case Study: Daisibi Environmental

- ◆ Ex-Im Bank enabled Daisibi Environmental Corp. to win a \$5.2MM contract for air quality monitoring stations in 11 Chinese cities.
- ◆ Ex-Im Bank supported enhancements to the Loan:
 - ❖ maximum allowable OECD repayment term of 10 years
 - ❖ capitalized interest during construction
 - ❖ 15% local cost.
- ◆ Bank of America (“B of A”) structured an interest rate “buydown” of 3.9% critical for the transaction approval.
- ◆ Ex-Im Bank provided a guarantee to B of A who made the loan to the China Construction Bank who financed the deal for China’s State Environmental Protection Agency.

Tied Aid Capital Projects Fund

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- ◆ A U.S. trade policy tool aimed at countering “trade-distorting” foreign tied aid offers.
 - ◆ Tied aid is government-to-government concessional financing of public sector projects in developing countries.
 - ◆ Ex-Im Bank will consider “matching” a tied aid offer if OECD agreement is not reached.

Case Study: Zond Systems

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- ◆ Ex-Im Bank made a Direct Loan of \$12.5MM to finance 3 wind energy projects for Zond Systems, Inc. in China that matched Danish “*soft loan*” terms.
 - ◆ Direct Loan made to the *Bank of China* at an interest rate of 0.0% and 0.75%, respectively.
 - ◆ Ex-Im Bank support enabled China’s power companies to base their selection on technology and quality.

Conclusion

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- ◆ Clean energy projects are a top priority of Ex-Im Bank.
 - ◆ Ex-Im Bank will match *soft loan* terms offered by other governments for clean energy technologies.
 - ◆ Ex-Im Bank is interested in any size project.
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